



8/12/24

Job Title: Business Development Specialist

Location: Remote – Preferred location Northeast United States, Carolinas, or Virginia area.

About the Role:

Industrial Loss Consultants, Inc. (ILC), a machinery and equipment consulting firm providing technical consultation, cause of loss, project management, appraisal and salvage options, and expert witness testimony to the insurance claims and legal industries is seeking a highly motivated, experienced, and professional Business Development Manager to join our team. The successful candidate will be responsible for identifying and pursuing new business opportunities, building, and maintaining strong relationships with clients, and driving revenue growth.

Key Responsibilities:

- Develop, implement, and execute strategies for identifying and pursuing new business opportunities.
- Build and maintain strong relationships with prospective and existing clients including insurance carrier adjusters, independent claim adjusters, insurance defense attorneys, and other relevant organizations.
- Identify and prospect key decision makers and stakeholders within target insurance carriers, independent adjusting firms, and insurance defense law firms.
- Perform market research to identify emerging trends and opportunities.
- Develop visually engaging and persuasive presentations that effectively communicate key information and value propositions to existing and prospective clients.
- Lead negotiations and contract discussions with key client decision makers within insurance companies, independent insurance companies, and law firms to drive revenue growth.
- Collaborate with internal team members to understand ILC Services, capabilities, and skill sets of each team member to deliver high-quality solutions to clients.
- Attend industry events, conferences, trade shows, and networking events to expand the company's name and identify new business opportunities.

Requirements:

- Must have five (5) or more years of demonstrated success as a Business Development Professional in the forensic engineering, restoration, or other BD sales job in the insurance claims industry.
- Bachelor's degree in marketing, business administration, or a related field.
- Excellent interpersonal, written, verbal communication, and presentation skills.
- Proven history of successfully identifying, nurturing, developing, and growing business with new customers.

- Proven history of successful account management demonstrating year-over-year account growth.
- Excellent organizational, problem-solving, and analytical skills.
- Experience with CRM software, preferably HubSpot.
- Ability to travel 25% of the time.
- Ability to work independently and in a team environment.
- Excellent problem-solving and analytical skills.
- Focused, goal-driven, and experienced in setting and achieving goals.
- Proven leadership and management skills.

Benefits:

- Competitive salary and bonus plan
- Health, Dental, and Vision Insurance
- Health Savings Account (HSA) or Flexible Savings Account (FSA)
- 401(k) plan with company match program
- Long Term Disability
- Short Term Disability
- Term Life Insurance
- Paid Bereavement Leave
- Paid Time Off (Vacation, Sick Leave, Holidays)
- Flexible Work Hours

We offer a dynamic work environment that fosters growth and development. Every workday is different, and every workday is fun!

If you are a purposeful, strategic thinker with a passion for sales and business development, we encourage you to apply for this exciting opportunity. Please submit your resume and cover letter for consideration.

Industrial Loss Consultants, Inc. is an equal-opportunity employer. We do not discriminate based on race, color, religion, gender, sexual orientation, national origin, age, disability, veteran status, or any other characteristic protected by law. We contend that all qualified applicants are given equal opportunity and that selection decisions are based on job-related and experience factors.

Industrial Loss Consultants, Inc. is committed to creating a diverse and equitable work environment. If you are interested in this opportunity but do not meet 100% of the qualifications, we still encourage you to apply!

If interested, please submit your resume to:

Kyle Paulson, Senior Vice President at Industrial Loss Consultants, Inc.
kpaulson@industrialloss.com